

Message Text

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43

ACTION ARA-10

INFO OCT-01 ISO-00 EB-04 XMB-02 RSC-01 /018 W

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R 291431Z OCT 74

FM AMEMBASSY SANTO DOMINGO

TO USDOC WASHDC

INFO SECSTATE WASHDC 1905

LIMITED OFFICIAL USE SANTO DOMINGO 4449

STATE PASS EXIMBANK

E.O. 11652: N/A

TAGS: BTIO, DR

SUBJECT: SPECIAL TRADE OPPORTUNITY: MUNICIPAL BUSES

REF: A. SD 116, OCTOBER 10, 1974

B. SD 50, APRIL 29, 1974

1. SANTO DOMINGO SINDICO (MAYOR) JUAN ESTRELLA HAS INFORMED THE COMMERCIAL ATTACHE THAT HE IS ACTIVELY INTERESTED IN A PROGRAM BY WHICH THE CITY WOULD BUY SOME TWO HUNDRED AND FIFTY(250) FULL SIZE MUNICIPAL BUSES TO CREATE A NEW TRANSPORTATION SYSTEM IN THE CAPITAL, REPLACING THE EXISTING TANGLE BASED ON TAXIS. FIFTY OF THESE WOULD BE AIR CONDITIONED UNITS DESTINED FOR TOURIST AND AIRPORT SHUTTLE USE.

2. ESTRELLA WOULD PREFER A PACKAGE OFFER, INCLUDING FINANCING, WHICH HOPEFULLY WOULD HAVE AN EXIM COMPONENT. AS IN OTHER DOMINICAN GOVERNMENT PROJECTS-IN-THE-MAKING, THERE HAS BEEN NO BID CALL AND EVEN ESTRELLA HAS NO PRECISE IDEA OF PRODUCT SPECIFICATION, PRICE, OR DELIVERY TIME. SUCH DETAILS WILL BE DETERMINED THROUGH DIRECT NEGOTIATIONS BETWEEN THE SINDICO AND THE MANUFACTUER.

2. SPECIAL HANDLING REQUESTED. THIS TRADE OPPORTUNITY SHOULD NOT REPEAT NOT BE PRINTED IN COMMERCE TODAY, AS STRELLA MUST BE ALLOWED MAXIMUM FREEDOM IN DEALING WITH LIMITED OFFICIAL USE

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THE POLITICALLY SENSITIVE ISSUE OF WHAT TO DO WITH DISPLACED

TAXI DRIVERS. QUALIFIED U.S. MANUFACTURERS SHOULD BE CONTACTED AND ENCOURAGED TO PARTICIPATE; THEY SHOULD ALSO ENCOURAGE THEIR LOCAL REPRESENTATIVES TO OFFER A PRODUCT WITH THE MAXIMUM POSSIBLE U.S. MADE COMPONENT. (MOST AGENTS FOR U.S. AUTOMOTIVE PRODUCTS HERE ALSO REPRESENT EUROPEAN AND/OR JAPANESE MAKES.) THE U.S. MANUFACTURERS MAY, AT THEIR OPTION, WORK THROUGH THE COMMERCIAL ATTACHE ON THIS PROJECT.
HURWITCH

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